

What is the Biggest
Struggle

Your Company
Currently Faces?

Getting More Jobs!

Where Do Most of Our Jobs Come From?

Most Common Sources For Jobs

- Insurance Agents
- Insurance Adjusters
- Property Managers
- Plumbers
- Internet
- TPA's
- Direct Referrals-Word Of Mouth

How Many of You Would Say
Your Lead Sources
Are Down In One of These
Areas?

Most Common Sources For Jobs

- Insurance Agents
- Insurance Adjusters
- Property Managers
- Plumbers
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- TPA's
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Has The Cost of Lead Acquisition
Increased in Price?

Costs Are Up Leads Are Down

- Plumbers \$1k or more For Referral Fee
- Internet leads \$700-\$1k
- Property Managers have national contracts with “The Big Boys”
- More competitors are entering the market
- TPA assignments are down in most areas
- Insurance Deductibles Have Increased.
- Home Owners are more reluctant to file claims
- Field Adjusters are far and few between-Desk Adjusters

We Determine Our Success!!!!



What Happened in 2007-2008?

Housing Market Collapse!

Google says it was
“The Great Recession”

Key Attributes of Successful Companies During Tough Times

Companies that adapt quickly to change and take risks are much more likely to succeed during a recession than brands that take a more conservative approach.

- Focus on Innovation and Diversification
- Invest More in your Employees (They are the ones who make you money)
- Focus on Marketing Advertising (Spend money to make Money)
- Enhance Customer Experience-Loyalty Programs
- Invest in Technology
- Learn how to get more done with less (Run Lean and Efficient)
- Agility is necessary when customer behavior and market conditions are in constant flux

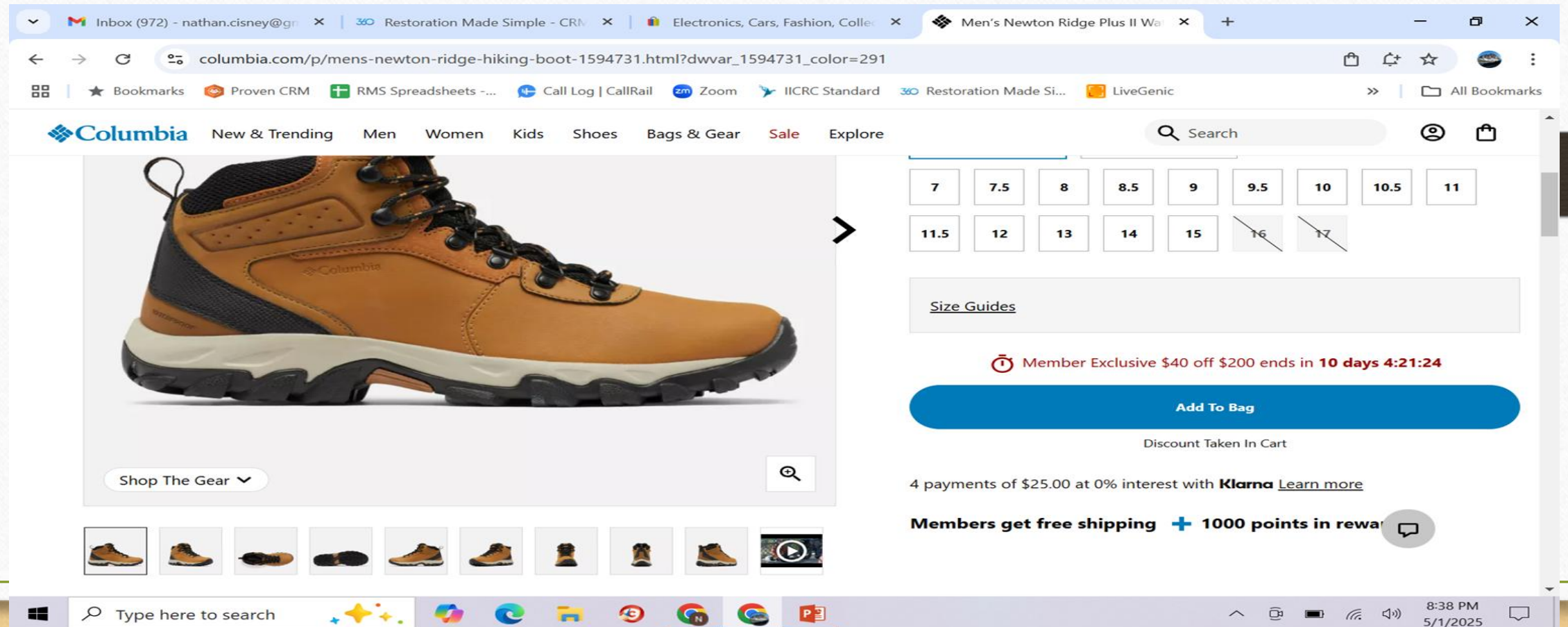
How To Do More With Less

- -Add to the services you offer
 - -Do contents and pack outs
 - -Get your guys certified to do asbestos and lead testing
 - -If you are mitigation only do you consider doing rebuild?
 - -Add bio-hazard to your services
 - -Cross Train Your Staff

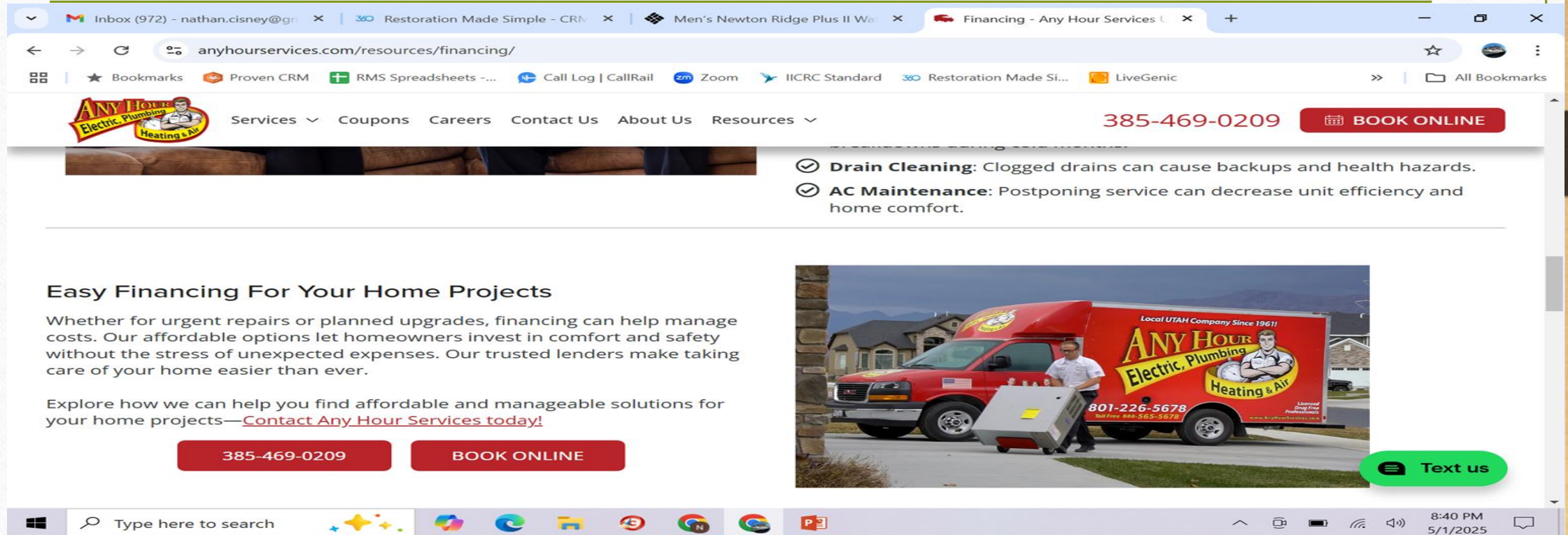
Increase Job Profitability

- Stop having inexperienced people write your estimates!
- Train your guys to document their jobs better
- Have a “skilled” person do your scheduling
- Manage jobs better (Labor is your biggest expense) Set expectations for job duration
- Get more from your team with good management

What Does This Picture Represent?



These Guys Have Been Doing it For 10 Years



The screenshot shows a web browser window with the URL anyhourservices.com/resources/financing/. The browser's address bar and tabs are visible at the top. The website's header includes the company logo, navigation links (Services, Coupons, Careers, Contact Us, About Us, Resources), a phone number (385-469-0209), and a 'BOOK ONLINE' button. Below the header, a list of services is displayed, including Drain Cleaning and AC Maintenance. A section titled 'Easy Financing For Your Home Projects' provides information about financing options and includes a 'Contact Any Hour Services today!' link. At the bottom of the page, there is a large image of a red service van with the company logo and contact information, and a 'Text us' button.

Inbox (972) - nathan.cisney@g... x | Restoration Made Simple - CRM x | Men's Newton Ridge Plus II W... x | Financing - Any Hour Services L x

anyhourservices.com/resources/financing/

Bookmarks | Proven CRM | RMS Spreadsheets -... | Call Log | CallRail | Zoom | IICRC Standard | Restoration Made Si... | LiveGenic | All Bookmarks

ANY HOUR
Electric, Plumbing
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385-469-0209 **BOOK ONLINE**

- ✓ **Drain Cleaning:** Clogged drains can cause backups and health hazards.
- ✓ **AC Maintenance:** Postponing service can decrease unit efficiency and home comfort.

Easy Financing For Your Home Projects

Whether for urgent repairs or planned upgrades, financing can help manage costs. Our affordable options let homeowners invest in comfort and safety without the stress of unexpected expenses. Our trusted lenders make taking care of your home easier than ever.

Explore how we can help you find affordable and manageable solutions for your home projects—[Contact Any Hour Services today!](#)

385-469-0209 **BOOK ONLINE**



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Is Financing the Future Of Restoration?

- Deductibles keep going up?
- Insurance carriers are tightening down policy language-Coverage is more limited
- Homeowners are more educated about claims than ever before
- Carriers are putting “caps” on policy pay out structure
- Project Managers are being trained to be “Salesman”

What Is Your Company Doing
To Keep Up With the
Future?

If your Going to Fall
Fall Forward!
